

M2i's Experience in MSME FINANCE

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Title of Assignment	Design and pilot roll-out of SME Lending Model
Duration (From – To)	Aug 2014-Mar 2016 (Expected)
Details of Client	Satin Creditcare Network Ltd
Short Description about assignment	
<p>Satin Creditcare Network Ltd is a Non-banking Financial Company established in 1990. Through its group-based microfinance program, the organization provides loans to over 1.2 million clients. The organization wanted to develop a lending model for the Micro Small and Medium Enterprises (MSME). M2i advised Satin in developing appropriate products and processes for lending to this segment.</p> <p>Our services included:</p> <ul style="list-style-type: none"> • Market research • Product development • Recruitment of key staff • Process design, documentation • Preparation of process manual • Training and business Planning 	
Title of Assignment	Impact Assessment of training on Energy Efficiency Financing
Duration (From – To)	Nov 2013-Jan 2014
Details of Client	German Technical Cooperation (GIZ)
Short Description about assignment	
<p>M2i carried out an impact analysis of the training on Energy Efficiency Finance (EEF) conducted for 2,100 bankers at 50 locations. The trainings were conducted in association with SIDBI to enhance awareness of the bankers about Energy Efficiency financing products available for the MSMEs. To carry out this impact analysis, M2i interviewed a total of 60 bankers at 7 locations from Mid-December 2013 to Mid-February 2014 and covered 25 different banks. M2i also interviewed senior bankers (mainly in the Regional or Zonal offices of the banks) who had nominated branch staff for EEF training.</p>	
Title of assignment	Product Development for Microenterprise financing in MSME clusters
Duration (From – To)	Oct 2012-Mar 2013
Details of Client	Fusion Microfinance Pvt Ltd
Short Description about assignment	
<p>Fusion Microfinance Pvt Ltd is an MFI operating in Northern India, using group methodology. M2i advised the organization in developing loan products for MSMEs, using cluster-based approach.</p>	

Our services included:

- Market research to understand product value chains (wood carving cluster in Saharanpur and Zari cluster in Bhopal)
- Product development
- Pilot testing
- Support in product launch

Title of Assignment	Develop tool for loan assessment and risk management in microenterprises financing
Duration (From – To)	Nov 2010 – Jan 2011
Details of Client	Sa- Dhan
Short Description about assignment	
<p>The project involved development of a toolkit for loan assessment and risk management in MSME financing, which MFIs could use to build an MSME loan portfolio. The project was funded by GIZ. The assignment acted as a follow up project to the road-map study for microenterprise financing that M2i had performed for GIZ.</p> <p>The Assignment included:</p> <ul style="list-style-type: none"> • Secondary research and collection of the available tools • Communication with the MFIs and other associations to bring their practiced tools in conjunction with Sadhan. • Review of the available client assessment tools. • Field Visits- Meetings with the MFIs, Meetings with the clients • Development of the first draft of the client assessment tool Consultative meetings with the experts in conjunction with Sadhan. • Consultative meeting with Sa-Dhan • Field Testing of the developed tool/s in selected locations • Development of the second draft of the client assessment tools. • Consultative meetings with selected MFIs on the tools. • Modification and finalization of the tool • Development of guidelines for using the tools by the loan officers • A final report along with the tool. • Dissemination of the tool through a workshop organized in New Delhi attended by participants from MFIs, GIZ, Sa-Dhan and SIDBI 	

Title of assignment	Preparation of a series (3 volumes) of knowledge documents on lending to the “Missing Middle” sub-segment under MSMEs
Duration (From – To)	Aug 2012-Oct 2012
Details of Client	German Technical Cooperation (GIZ)
Short Description about assignment	
GIZ in association with SIDBI, Sa-Dhan and M2i had worked with various stakeholders and conducted several studies related to MSME clusters in the specific context for	

“Missing Middle enterprise finance.” The assignment was to prepare knowledge series with existing information, innovative models and national/international best practices in the area of microenterprise financing.

M2i developed the knowledge series in three volumes:

- Volume 1: State of financial inclusion of microenterprises: Missing Middle
- Volume 2: Financing the Missing Middle: framework and approaches;
- Volume 3: Missing Middle financing: opportunities and way ahead.

Title of assignment	Microenterprise Lending by MFIs: Opportunities, Challenges and the Way Forward
Duration (From – To)	May 2010-Jun 2010
Details of Client	German Technical Cooperation (GIZ)
Short Description about assignment	
<p>This assignment involved research on the status of microenterprise lending by MFIs in India. Specific activities under the assignment included:</p> <ul style="list-style-type: none"> • Survey of microenterprise lending practices by MFIs in India • Interview with senior managers of 11 MFIs with microenterprise lending programmes • Interview of bankers and sector experts, • Preparing a report that covered product profile of the MFIs, • Sector or purpose wise distribution of their loan portfolios • Lessons learned from individual lending to microenterprises • Challenges and constraints 	

Title of assignment	Impact of Microenterprise Finance Intervention
Duration (From – To)	Nov 2009- Dec 2009
Details of Client	German Technical Cooperation (GTZ)
Short Description about assignment	
<p>M2i assessed the impact of microenterprise loans given by SIDBI and Satin Creditare. This was done by undertaking a survey of microenterprise units, involving analysis of their performance, the impact of loans on aspects such as sales, profits, assets, and number of employees. The analysis led to the preparation of a detailed report and case studies of selected enterprises..</p>	